

Message Text

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PAGE 01 STATE 150331

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R 260004Z JUN 75

FM SECSTATE WASHDC

TO AMEMBASSY CARACAS

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E.O. 11652: N/A

TAGS: BEXP, VE

SUBJECT: MAJOR PROJECT: SHIPBUILDING CONSULTANT

REF: CARACAS 4942

1. COMMERCE MAJOR PROJECTS VISITED JUNE 24 BY JOHN W. LAY, PRESIDENT, SPIVEY INTERNATIONAL AND JOHN L. HAYDEN, PRESIDENT, HAYDEN, HARDING, AND BUCHANAN, BOSTON-BASED CONSULTING ENGINEERS. SPIVEY REPRESENTS THE LATTER FIRM IN VENEZUELA AND PURPOSE VISIT APPRISE COMMERCE EFFORTS PREQUALIFY ITS CONSORTIUM FOR SUBJECT PROJECT. CONSORTIUM COMPOSED VENUSCA C.A., TORRE PHELPS PISO L6, CARACAS-J.J. ISEA B., PRESIDENTE; HAYDEN, BUCHANAN, AND HARDING; RAYMOND TECHNICAL SERVICES, ENGINEERING SUBSIDIARY RAYMOND INTERNATIONAL; AND GEORGE G. SHARP INC., NAVAL ARCHITECTS.

2. ACCORDING HAYDEN, SOME 30 CONSORTIA PRESENTED PREQUALIFICATION DOCUMENTS JUNE 11 AT PUBLIC 4 HOUR SESSION. UNDERSTANDS COVINCA CURRENT PLANNING REDUCE LIST TO 10 AND THEN REQUEST ADDITIONAL MATERIAL IN
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PAGE 02 STATE 150331

EFFORT PICK 4 FIRMS (ONE FOR EACH SHIPYARD SITE INCLUDING

PORTO CABALLO) AND ONE OVERALL CONSULTANT.

3. ALTHOUGH PREQUALIFICATION MEETING PUBLIC, CONSORTIA WERE IDENTIFIED BY VENEZUELAN MEMBER, E.G. VENUSCA. INTERESTED, THEREFORE, IN WHETHER EMBASSY CAN DETERMINE IDENTITY OF COMPETITION IN OTHER CONSORTIA. PLEASE ADVISE.

4. JOHN LAY OF SPIVEY ARRIVING CARACAS PROBABLY EARLY NEXT WEEK AND INTENDS SEEK APPOINTMENT WITH COMATT. SPIVEY WOULD APPRECIATE EMBASSY ASSISTANCE AS APPROPRIATE ON BEHALF VENUSCA CONSORTIUM'S EFFORTS. ADVISED SPIVEY

THAT, IF OTHER U.S. FIRMS IN COMPETITION, EMBASSY COULD SHOW NO FAVORITISM.

DECONTROL FOLLOWING JUNE 25, 1976 KISSINGER

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